

Virgin Mastertronic International, Inc. was originally founded in London in 1984 as Mastertronic Ltd., and soon became one of the largest entertainment software publishers in Europe. In 1986 Martin Alper, one of the

three original founders, opened offices in California to manage North American operations. By publishing a hand-picked minority of the more than 200 games per annum released concurrently in Europe, Mastertronic soon developed the best-selling line of value-priced entertainment software in the U.S. and Canada.



In 1988 Mastertronic expanded its scope from budget games to include premium Arcade, Sports, and Fantasy Role-Playing titles. First launched was the Arcadia line, which included Arcade favourites such as the Awesome Arcade Action Pack and Double Dragon. Later in the same year the company

branched into Sports and FRP games with the Melbourne House line, which included bestsellers John Elway's Quarterback and J.R.R. Tolkien's War in Middle Earth.

At the year's end, The Virgin Group, which had previously acquired a minority interest in Mastertronic, enlarged its ownership of the company and merged it with their London-based Virgin Games. The resulting entity, Virgin Mastertronic, is now one of the five largest entertainment software publishers in the world.



With the merger, what was formerly Mastertronic U.S. has now taken on the North American publication and distribution of Virgin's Leisure Genius line of computerized board games (Scrabble, Monopoly, etc.).

For the near future Virgin Mastertronic U.S. has one more line planned. Fall of 1989 will see the introduction of the Virgin Games label into the U.S., featuring the explosive arcade games NY Warriors and Double Dragon II: The Revenge.

The company will also premiere its first serious business product, Success Inc., under the Melbourne House label.

Virgin Mastertronic has combined the talents of designers and programmers from around the globe, from Washington and Utah, to Hungary and the British Isles, to bring enjoyment to computer owners all over the world.

Virgin Mastertronic International, Inc. is a member of The Virgin Group of companies, which also includes entertainment giants Virgin Records and Virgin Video, and the distinctive Virgin Atlantic Airways.



For the first time, J.R.R. Tolkien's panoramic vision of the cataclysmic struggle between good and evil has been skillfully crafted into a single computer game of epic proportions.

Follow in the footsteps of Frodo, Aragorn and Gandalf as they battle to get The One Ring to the Crack of Doom. Ranged against you are all the evil forces of the Dark Lord Sauron and the corrupt wizard Saruman.

The game takes place on a smoothly scrolling map of Middle Earth, true to all the rich detail of Tolkien's books. On it you may test your strategic abilities as you command entire legions to move against the forces of evil.

War in Middle Earth has been authorized by the Tolkien estate, and approved as being a true representation of the works of J.R.R. Tolkien correct down to the smallest detail of the map and the characters portrayed. The game is a classic addition to the collection of any true gamer.

"Tolkien fans rejoice! Here's the game you've been waiting for!" GAME PLAYER'S PC STRATEGY GUIDE

"If you are a fan of The Hobbit and The Lord of the Rings, War in Middle Earth is a must. If you've not read the works of J.R.R. Tolkien but are willing to put time and effort into learning the game and its scenario, you'll find War in Middle Earth an intriguing game with many rewards — not the least of which will be the introduction to the most fascinating fantasy world ever created."

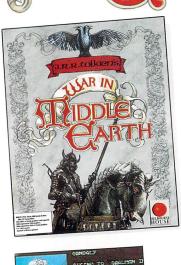
MICHAEL BANKS, PCM

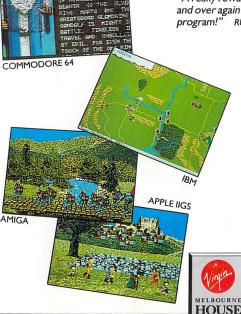
"A really rewarding game I found myself wanting to play over and over again . . . for fans of the Trilogy, this is a **must have** program!" RUSEL DEMARIA, EDITOR-IN-CHIEF, COMPUTER PLAY

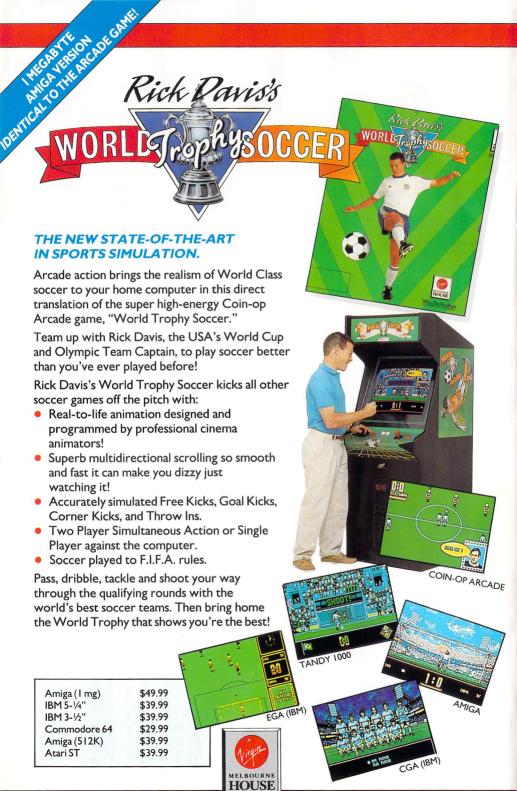
"Incredibly faithful to the spirit of Tolkien's Lord of the Rings trilogy . . . visually it's stunning in every mode, and the soundtrack is awesome – some of the best computer music I've heard in a game . . . War in Middle Earth gets my highest recommendation for all roleplayers, wargamers or just plain fantasy fans." QUESTBUSTERS



Amiga	\$49.99
Atari ST	\$49.99
Apple IIGS IBM 51/4"	\$49.99
(EGA, CGA, Tandy 1000) IBM 3½"	\$49.99
(EGA, CGA, Tandy 1000)	\$49.99
IBM 31/2" (MCGA)	\$49.99
Commodore 64	\$39.99







Basketball the way the Pros play.

Arcade action brings the realism of the big time game home to you in this direct translation of the popular coin-op arcade game, "Magic Johnson's Fastbreak Basketball."

Featuring:

- Arcade-quality animated graphics and characters larger than any before seen in a home computer basketball game, because it's NOT a home computer game, but a REAL Arcade game!
- a full-court scrolling screen
- two-on-two play, WITH OFFICIALS!
- full stats see if you can achieve Triple Doubles like Magic!

Make the "jump shot," the "alley oop," and of course Magic's famous "fast break" with a "slam dunk" finish. Dribble 'round your opponent to make the "lay up" that wins the game!

Now you've earned the honor of playing the ultimate One-on-One . . .

HOUSE

You against Magic Johnson.

HARD DISK INSTALLABLE

Amiga (1 mg) \$49.99 IBM 5-1/4" \$39.99 IBM 3-1/2" \$39.99 Commodore 64 \$29.99 Amiga (512K) \$39.99 Apple IIGS \$39.99





Shark Attack!

GREG NORMAN'S ULTIMATE GOLF

COMING THIS FALL: SHARK ATTACK!

It's professional golf at its best with the Great White Shark himself, Greg Norman. A state-ofthe-art golf simulation with more realistic threedimensional graphics than you've ever seen before!

Features:

- 3-D perspective, which can be rotated through 360 degrees from any point.
- Golfer represented on-screen by Greg Norman, digitized for the best possible portrayal of a professional stance and swing!
- Adjustable wind and weather conditions.
- Numerous game types including Practice, Matchplay, Greensome, Strokeplay, and Texas Scramble.

 The widest variety of possible strokes and swings including hook, slice, fade, and draw, as well as the ability to back-spin the ball on your approach shot to the green. You can even design your own on-screen "swing path."

 Options for up to four players, which can be computer-controlled, human, or a mixture of both.

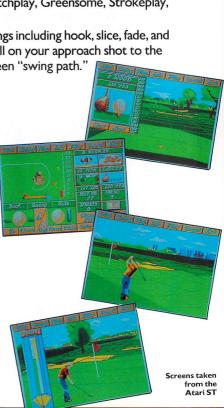
 Adjustable player attributes (from stance to fitness) that determine handicaps for human and computer players.

- Single and team play options.
- Your own optional professional caddy, who will recommend the club for you to use on each shot.

Shark Attack: Greg Norman's Ultimate Golf requires strategy, total concentration and control to come in under par!

Amiga	\$39.99
Atari ST	\$39.99
MS-DOS	\$39.99
Commodore 64	\$29.99





STRIKE ZONE

The major league's most valuable pitcher and Melbourne House have joined forces to bring you the #1 coin-operated baseball Arcade game: Strike Zone!

All the exciting features that made the Arcade game so popular are included in home computer versions.

Take Orel Hershiser's place on the pitcher's mound and BLISTER that horsehide over the plate! You control Orel's fastball, slider or sinker. The better your arm, the more frequently you can hang a pitch just within the Strike Zone. Or slide one just outside and sucker the batter into swinging at a ball!

When you're up to bat, step up to the plate for the most realistic batting simulation seen yet! YOU control the swing. You control the runners, too, deciding when to go for that extra base on a long drive, or when to steal.

When you're finished playing, check your game stats. The better your averages, the higher your salary will be.

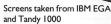
If you want to get a little batting practice in, try the Home Run Derby. Feel the power when you connect with the ball and send it deep into the outfield, or even into the stands! Improve your batting average and you'll be that much better prepared for your next game.

All the action and excitement of playing in the major leagues, in a computer game for one or two players!

THE ONLY AUTHORIZED VERSION OF THE ARCADE HIT "STRIKE ZONE!"



IBM 5-1/4" \$39.99 IBM 3-1/2" \$39.99 Commodore 64 \$29.99









It's action adventure at its best!

You are Drak, last of the Obliterators. A genetically enhanced fighting machine bioengineered for otherwise impossible missions, you've been called upon to single-handedly save the Federation from a gigantic alien spacecraft that has already destroyed the entire Federation fleet.

Armed with a particle beam disrupter and lasers, you must board the alien vessel and make your way through the ship to disable the Plasma drive engines, bring down the battle shields, and disable the main weapons system. This will enable the crippled remnants of the Federation fleet to renew their attack upon the invading craft.

It's a suicide mission. Even if you're successful, your own fleet could destroy you with the enemy ship before you can get out. But you can't refuse this assignment, on which the very survival of humanity depends. And who knows – you've sparred with death before, and emerged victorious.

May the force be with you.

"The ultimate Hi-Sci-Fi hide, seek, and destroy game (sort of the on-screen equivalent to Laser-Tag)! The artwork alone is worth the price of admission, and the range of aliens, robots, and weaponry is truly a feast for even the most jaded cyber-punk."

— INFO MAGAZINE





Battle powerful warriors and horrific monsters. Use your wits to defeat cunning traps and ingenious machines protecting the path to Necron's lair.

Features include:

- 48 high resolution background screens
- over 20 different enemies and traps
- more than 300 animation sequences

Reviewers say:

"You'll find this game addictive."

– COMPUTE!

"The graphics wizards at Psygnosis have performed some minor miracles – Barbarian (C64) looks nearly as good as it does on the Amiga!" - INFO MAGAZINE

"The game looks and plays like an expensive arcade . . . each turn in the cavern opens up new visual delights . . . a beautiful, addictive, action-packed challenge . . . ' - COMMODORE MAGAZINE





THE POWERFUL BUSINESS PLAN WRITER

You start with an idea . . .

Successful entrepreneurs agree that a business plan is the first step toward *turning your idea into reality*. **Success Inc.** and your computer are the only tools you need to create a formal business plan.

The program covers all aspects of your business plan:

- Objectives
- Financials
- Growth potential

- Operating plan
- Marketing strategy
- And much, much more

Success Inc. leads you through the entire process of preparing your business plan. In fact, users say that **the plan practically writes itself!** Meticulously detailed, the plan is formatted in the best business style.

This powerful program includes:

- A question-and-answer presentation that takes you step-by-step through the planning process
- A built-in word processor that lets you enter and edit as you go, or come back later for easy revision
- Streetwise tips at the touch of a key
- Worksheets, with export and import capabilities to spreadsheets
- Automatic indexing and headers inserted for a businesslike presentation
- Compatability with dot-matrix, daisy-wheel, and laser printers

Success Inc. is totally interactive. Tell it your type of business, your target market, and where you'll look for financing. The program will select from 240 business examples to assist you.

Categories of businesses covered in Success Inc. are:

- Retail stores
- Franchises
- Mail order
- Service businesses
- Contractors

- Restaurants
- Consulting and Professional
- Wholesale and Distribution
- Manufacturing
- Research and Development

In a fiercely competitive business world, **Success Inc.** will do everything in its power to get you across the finish line **first.**

Or Out of

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THE POWERFUL BUSINESS PLAN WRITER



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\$129.99





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VIRGIN MASTERTRONIC: UP CLOSE AND PERSONAL

Although it is one of the largest publishers of entertainment software in the world, Virgin Mastertronic to date has maintained a relatively low corporate profile on this side of the Atlantic.

"Of course, we're best known in Europe, where our roots are," admits Martin Alper, President of North American operations. "However, the real reason for Virgin Mastertronic's relative anonymity in the U.S. is the prominence we give our different labels over the corporate image. In fact, our Melbourne House brand, which features Tolkien's War in Middle Earth FRP game, and several high-profile sports titles, is probably better known in the U.S. than the name of Virgin Mastertronic."

President and Mastertronic founder Martin Alper

"All that will change in 1990," stresses Vice President of Marketing Annette Gerth-Childs, who spearheaded publicity campaigns for the company's Melbourne House, Arcadia (featuring Arcade titles such as the blockbuster Double Dragon), and Leisure Genius (featuring computerized board games such as Monopoly and Scrabble) brands in the last year. "Until now we've featured the product lines individually, even to the point of having separate brochures for each brand. This was necessary because each line is very DIFFERENT from the others, and we didn't want to make a confusing statement with our product. Now that the brands are established as known producers of quality titles, we can draw them all together under the single Virgin Mastertronic umbrella."



Vice President of Marketing Gerth-Childs and two of the first ads created since she joined the company in May of 1988

At a Software Etc. store promotion, from left to right: Jordan Levy, then Vice President of the software chain, Magic Johnson, and Stuart Kaye, Vice President of Sales for Virgin Mastertronic



Stuart Kaye, the senior Vice President and the man responsible for U.S. and Canadian sales since the company moved into the North American market, is also heavily involved in promoting the Virgin Mastertronic name. His was the driving force behind the strategy of using sports celebrities to publicize the Melbourne House line of first-line sports games. Says Kaye, who is also a former professional soccer player and coach, and an admitted sports groupie, "It has been gratifying to work with these unquestionable superstars in the development and promotion of our products. Their endorsements give a definite cachet to our Melbourne House line of premium sports games."

Virgin Mastertronic has seen its largest growth in the U.S. in the past year, with the introduction of premium lines such as Melbourne House and Leisure Genius. The company has been prominent at major consumer trade shows such as the West Coast Computer Faire and the World of Commodore Show. This last year at the Consumer Electronics Show saw Virgin Mastertronic's largest and most impressive presentation ever, with numerous state-of-the-art Arcade and sports titles, and the introduction of the computer versions of Monopoly and Clue.



The Virgin
Mastertronic
showcase at the
Consumer Electronics
Show — just before
opening on the first
day, ready for the
crowds that would
soon descend on it.

Virgin Mastertronic President Martin Alper (left) with Arcadia Systems President Justin Heber, and the first prototype of the World Trophy Soccer arcade machine.



Another key element of the Virgin Mastertronic growth is the emergence of subsidiary Arcadia Systems into a significant player in the Coin-Op Arcade scene. In addition to its Super Select System, which was introduced in 1988 offering Arcade gamers a selection of up to ten games within a single cabinet, Arcadia Systems will have shipped three new high-energy games in the latter half of 1989: Magic Johnson's Fastbreak Basketball, World Trophy Soccer, and the forthcoming NY Warriors. The relationship of the software divisions of the company with the Coin-op division enables Virgin Mastertronic to publish personal computer versions of first run Arcade titles.

Of course, the heart and soul of any software company is not in its administrative or organizational structure, but in its products. And in the people who produce those products. Virgin Mastertronic draws on talented programmers from all over the U.S. to make its games: from the Carolinas to Salt Lake City, from Seattle to Laguna Beach. In fact, Virgin Mastertronic employs the best programmers from all over the world, from Canada to France to Spain to Hungary.

The team that brings it all together (under Alper, who takes a guiding role in the development process) includes Software Manager Graeme Devine who was one of the first young programmers to kick off the entertainment software industry in the late seventies. Under his direction, Virgin Mastertronic has in 1989 produced a higher standard of software than ever before. "And 1990 looks to be even more exciting, with titles that reach and even exceed current state-of-the-art in computer gaming," promises Devine.



From left to right: computer artist Rob Stein, game tester Martin Dix, Art Director Rob Landeros, Development Coordinator Mario Flammini, and Software Manager Graeme Devine.

Another key member of the development management team is Art Director Rob Landeros, of Cinemaware fame, who has marshalled the work of talented artists to be featured in games which will be unveiled in 1990. "Upcoming titles have a sparkle and shine which will amaze and delight game players," Landeros states.

Other staff members think so, too. "One of my favorite games this year was War in Middle Earth, and according to our sales figures, magazine reviews, and customer feedback, a lot of people agree," enthuses Development Coordinator Mario Flammini. "But titles we're working on now, such as Spirit of Excalibur and the Robin Hood FRP game, are a whole generation beyond anything we've done before."

The excitement over new titles permeates the entire company. Even Vice-President Kaye, usually too busy with administrative matters to hang out in the testing room, has been found quite often of late, playing with the prototype games after hours. "These new games transcend all boundaries between avid gamers and those who 'never play computer games' — I know, because I'm one of those who 'never play games,' and I'm addicted!"

From the Virgin Mastertronic warehouse in Frederick, Maryland, to the administrative offices in Irvine, California, dedicated employees work together across departmental boundaries to create and deliver what the public wants to see.

In the last year, Virgin Mastertronic has reaffirmed its committment to product quality and to customer and dealer service, more than doubling staff in Customer and Dealer Service areas in response to increased calls fueled by rocketing sales volumes. Additionally, the company has added a direct mail service for consumers, which ships out games daily from the California facility (larger orders are shipped out from Maryland).



Key development and marketing personnel discuss quality issues. From the left, around the table, are Software Manager Graeme Devine, artist Rob Stein, Marketing Coordinator Kim Farr, Customer Service Manager Paula Miller, V.P. Annette GerthChilds, and Art Director Rob Landeros.



Customer Service Manager Paula Miller. "We want to hear what the customers have to say about our products."

"We're trying to give more attention to quality and service issues these days," says Customer Service Manager Paula Miller. "This past year is the first that we've had all-day Customer Service. And our testing department has tripled, in what we believe is a committment to shipment of higher quality games. For the most part, our customers agree that we're succeeding."

The people at Virgin Mastertronic reach out to draw in talent from all over the globe, to bring quality software into the homes of fun-loving computer users everywhere.



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More martial arts action, in Double Dragon II: The Revenge!



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Commodore 64







Coin-Op Arcade



Marriors VOFCCANA

The World Trade Center has been taken by terrorists! As the commander of an elite strike force, you are the only one who can keep them from blowing it up!

Unfortunately, jungle guerillas are nothing compared to the street gangs the city is overrun with. Fight your way through Ramboids, Rastas, Killer Klowns, and many others. Blow them away with your powerful arsenal of bazookas, guided missiles, flame throwers, and other weapons of destruction – a collection of awesome firepower with incredible digitized sound effects.

Exploding into the Arcades in Fall of 1989, NY Warriors is scheduled for release on Amiga computers before Christmas, and on other formats in early 1990.



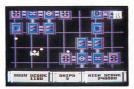


A collosal compilation of original gameplays brought together in one classic collection of action, intrigue, humour and entertainment. More fun, more excitement than even the most dedicated gameplayer can handle at one time!



It's radical! It's bad! It's awesome! It's mega-fun for you and your Commodore 64!





BULLDOG: An actionpacked blast of a game with a real radical range of powerups and bonus features.



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Twenty-four courses of breathtaking speed and joystick-bending action!



MONTY ON THE RUN:

Hideouts, secret locations, and a 21-piece freedom kit are part and parcel of an awesome adventure game packed with arcade action.



IACK THE NIPPER II:

The wild and crazy kid is back to his naughty ways — play the game to "max out" your naughtiness factor.



THE THING BOUNCES

BACK: Eleven play areas each containing twelve screens, make up an extraordinary game. It scrolls in eight directions and demands determination and skill to win – are you ready?

All screens taken from the Commodore C64



REBOUNDER: A most excellent game... slick smooth scrolling... bonuses, bombs, deadly lava and responsive controls make a great combination!

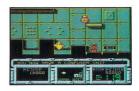


TRAILBLAZER:

Breakneck speed, and special effects, with 2-player simultaneous action for a real thrill!



KRACKOUT: Over 100 screens of pure addiction!



FUTURE KNIGHT:

A science fiction feast packed with mystical creatures and spells set in twenty gruelling levels of battle.

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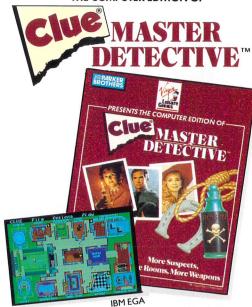
Build your vocabulary and strategic abilities by playing through the different skill levels, from beginner to advanced.

An ingenious combination of strategy and luck makes this game beloved of word lovers and gamesters alike!

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THE COMPUTER EDITION OF



Play your favorite game of criminal detection with friends, or against the ultimate master of deduction, your own computer! Or play with a mixture of human and computer-controlled opponents!

Enjoy the enhancements the computer can bring to the game play, such as graphic animation and sound. Watch Miss Peach stroll into the gazebo and hear the twittering of songbirds.

Clue Master Detective™ has more than ever before to exercise your "little grey cells" more suspects, more possible murder locations (indoors and outdoors), more weapons - in fact, more mayhem!

"The game's afoot!"

Clue® Master Detective ™ © 1988. Produced under license from Parker Brothers. division of Tonka Corporation, and Waddingtons Games Limited.

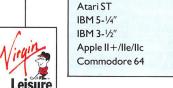
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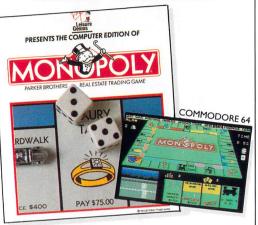


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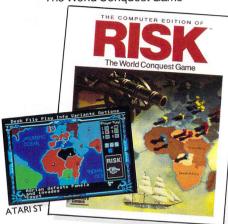
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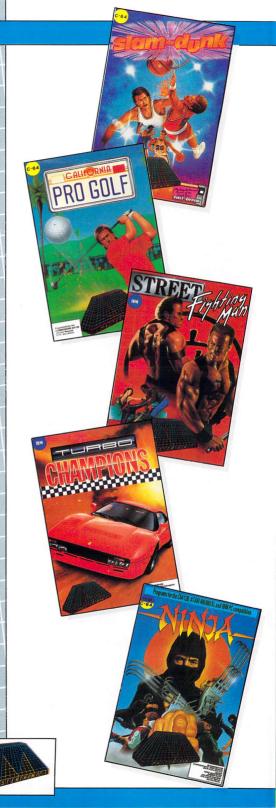
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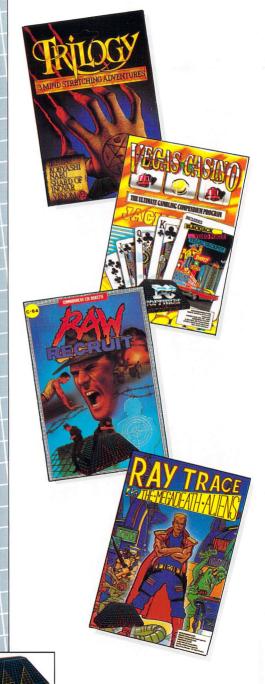
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